



TVSM Results

Q/E 30th Sep 2018



Highlights - Q/E Sep 2018

- Total revenue grew by 22% over Q2 of last year
- 2W sales numbers grew by 14% over Q2 of last year:
 - Scooters grew by 18%
 - Motorcycles grew by 15%
 - Mopeds grew by 5%
- 3W sales numbers grew by 57% over Q2 of last year.
- Commuter motorcycle portfolio was strengthened with the launch of TVS Radeon
- Jupiter portfolio was strengthened with launch of TVS Jupiter Grande
- TVS NTORQ 125 and TVS Apache RTR 160 4V launched during Q4 have received excellent response from the customers and crossed 1 lakh sales.



Highlights - Q/E Sep 2018

- PBT for Q2 18-19 is Rs 306.2 cr as against Rs 296.8 Cr of Q2 17-18 which included a notional fair valuation gain of Rs 31.7 Cr. Hence the operating PBT growth is 15.5% compared to last year Q2 operating PBT of Rs 265.1 Cr.
- PAT for Q2 18-19 is Rs 211.3 Cr as against Rs 213.2 Cr reported in Q2 17-18. Operating PAT for the quarter ended September 2017 prior to consideration of fair valuation gains (net of tax) is Rs. 190.4 Cr. The growth in operating PAT for quarter ended September 2018 is 11.0%.
- EBITDA for Q2 2018-19 is at 8.6%. Sequentially, EBITDA grew by 90 basis points.
- The board at its meeting held today, declared an interim dividend of Rs.2.10/- per share (210%) absorbing a sum of Rs.120.28 Crores including dividend distribution tax (DDT) for the year 18-19.



Sales - Q/E Sep 2018

Nos. in '000

Q2 2017-18	Particulars	Q2 2018-19
365	Motorcycles	420
230	Mopeds	240
329	Scooters	388
25	Three wheelers	40
949	Total	1,088



Sales - YTD Sep 2018

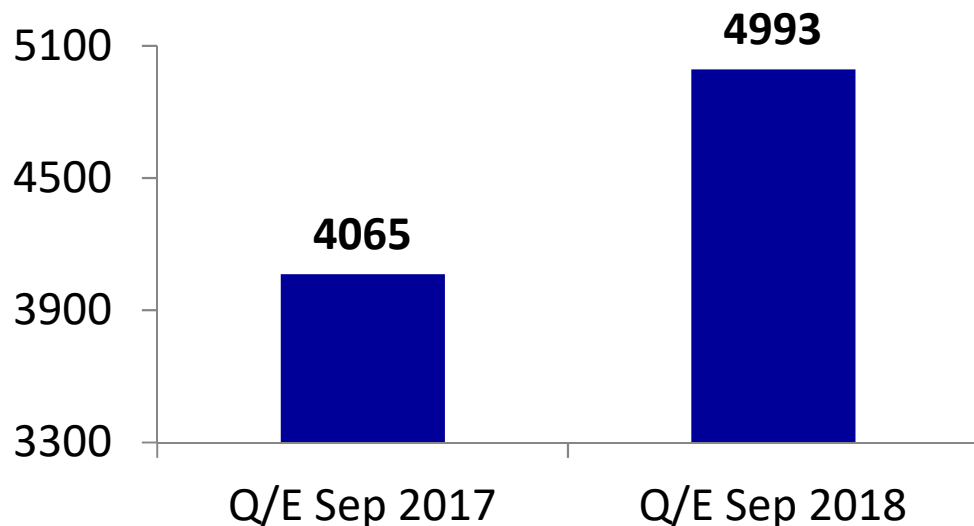
Nos. in '000

H1 2017-18	Particulars	H1 2018-19
696	Motorcycles	807
427	Mopeds	459
586	Scooters	676
42	Three wheelers	75
1,751	Total	2,017

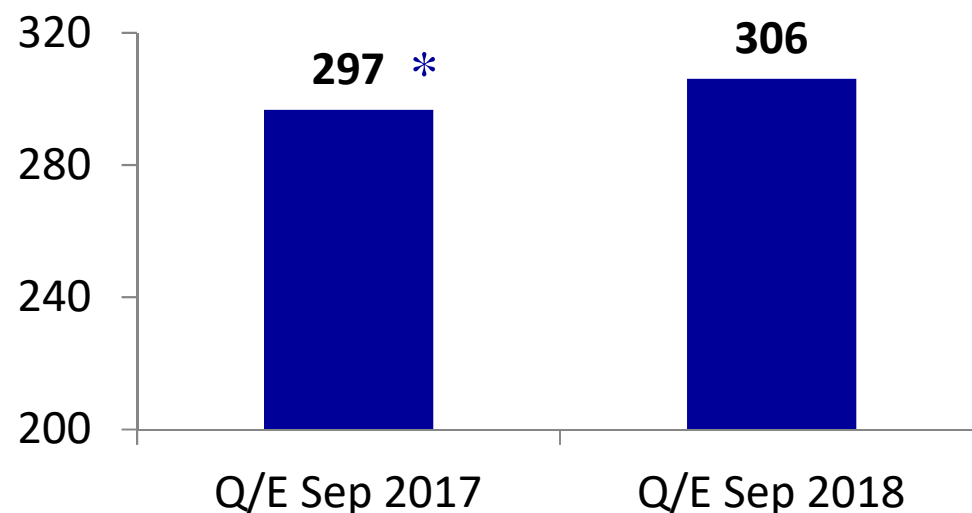


INR in Crores

Revenue from operations

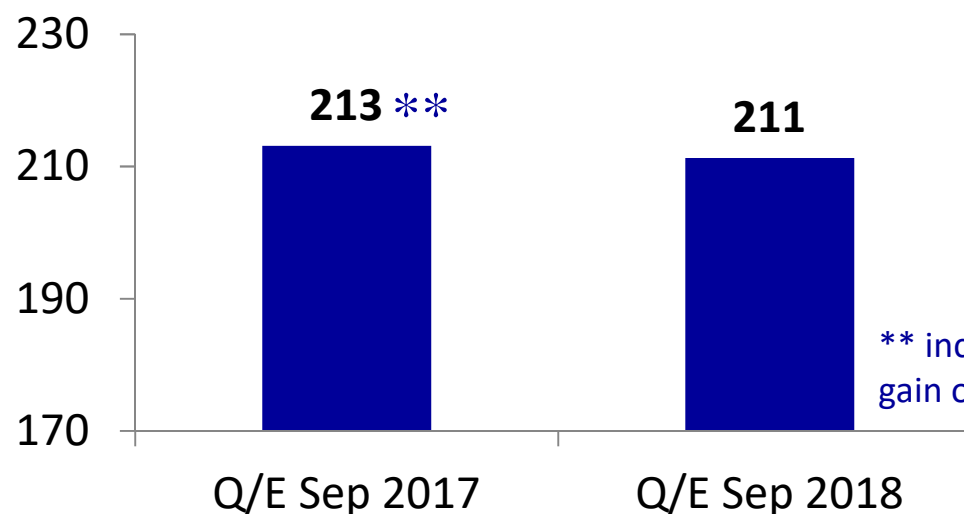


PBT



* includes notional fair valuation gain of Rs 31.7 Cr

PAT



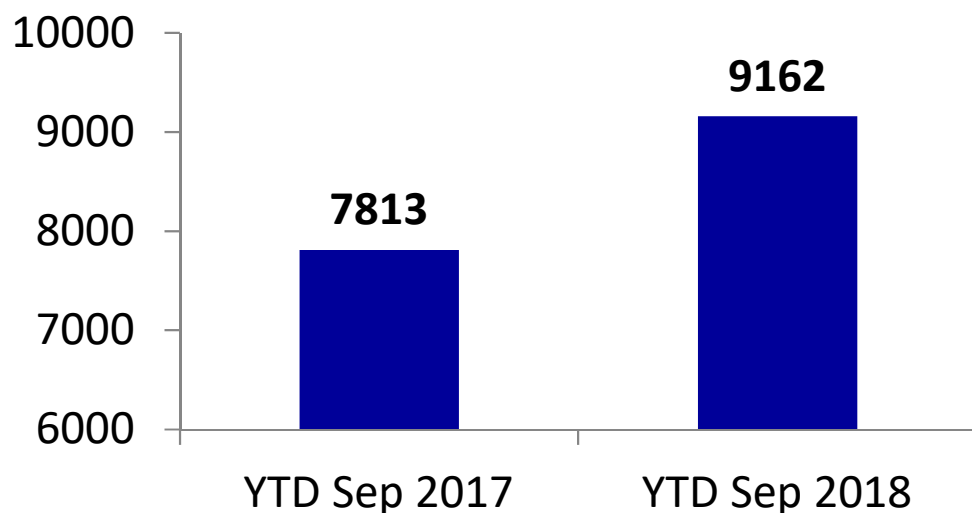
** includes notional fair valuation gain of Rs 21.8 Cr (Net of tax)

Financial performance YTD Sep 2018

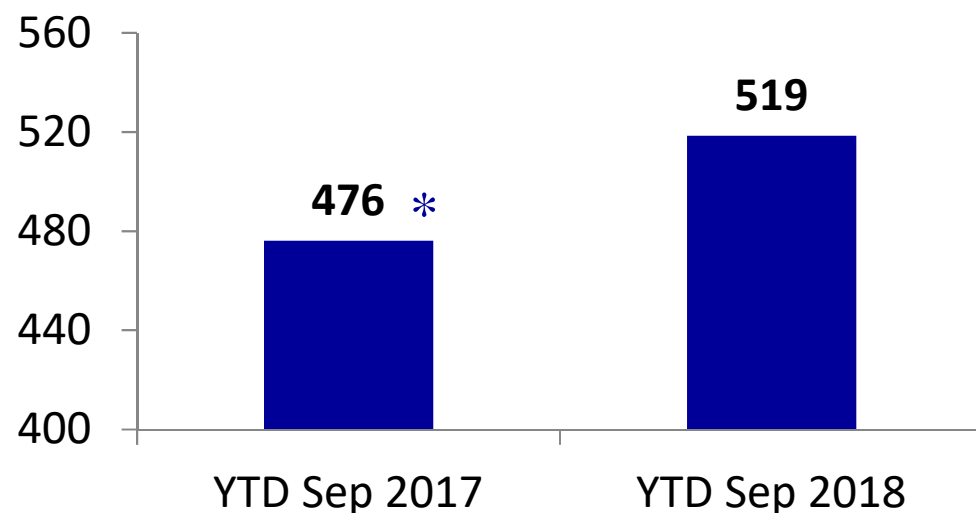


INR in Crores

Revenue from operations

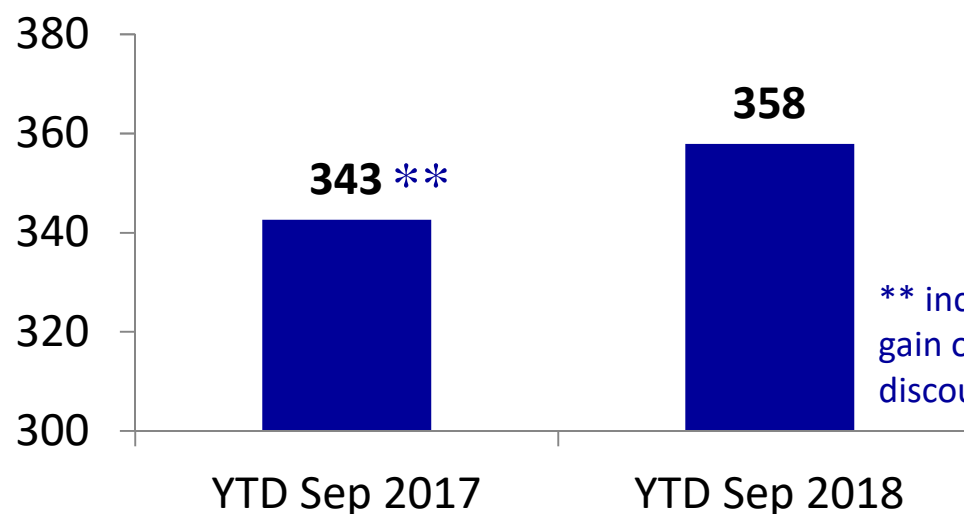


PBT



* includes notional fair valuation gain of Rs 68.3 Cr and one-time GST discount of Rs 16.5 Cr.

PAT



** includes notional fair valuation gain of Rs 49.2 Cr and one-time GST discount of Rs 11.9 Cr. (Net of tax)

TVS

TVS Radeon



TVS Jupiter Grande



TVS

TVS StaR City+ (with SBT)







Thank you

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